



Fairfax County
Small Business Forum
Educate, Empower and Enable Growth

FAIRFAX, VA | OCTOBER 11, 2018



8:00 - 9:00 AM	Registration and Networking Breakfast
9:00 - 9:50 AM	Welcome Remarks and Keynote Address by Bryan O'Byrne, Chief of International Affairs, Trade, and Regulatory Policy, Small Business Administration
10:00 - 2:30PM	Reverse Vendor Tradeshow

BUSINESS COACHING WITH SCORE | Conference Room 232

10:00 - 2:30PM ***By Appointment - contact jason.im@fairfaxcounty.gov to schedule a first-come, first-served appointment**

SCORE is the nation's largest network of volunteer, expert business mentors, with more than 10,000 volunteers in 300 chapters. As a resource partner of the U.S. Small Business Administration (SBA), SCORE has helped more than 10 million entrepreneurs through mentoring, workshops and educational resources since 1964. Coaches will be available for individual sessions of 15 minutes.

Please contact jason.im@fairfaxcounty.gov to reserve an appointment time. If you capacity is met, please visit the table outside Conference Room 232 to be placed on a stand-by list

10:00 - 10:50 AM Breakouts | [Choose one of these sessions:](#)

The Story of Michael & Son

The "Son" of Michael & Son shares his story of personal and business growth from small to huge while helping his community.

SPEAKER:
Basim Mansour, Michael and Son

ROOM:
Board Auditorium

Securing Contracts

The Minority Business Development Agency's goals to help small businesses secure contracts and how to maneuver the system

SPEAKER:
Gail Bassette, Minority Business Development Agency - Federal Procurement Center

ROOM:
Conference Room 9/10

11:00 - 11:50 AM Breakouts | [Choose one of these sessions:](#)

Cybersecurity

Learn what it takes to keep your small business safe on the internet. Receive tips on protecting your precious data.

SPEAKER:
Ron Bushar, Chief Technology Officer and Vice-President of Government Solutions, Mandiant/FireEye

ROOM:
Board Auditorium

Basics of HR for Small Businesses

Learn about the basic issues most face, such as culture and basic practices along with what resources and help are available.

SPEAKER:
Laurie McIntosh, Field Services Director East, SHRM

ROOM:
Conference Room 9/10

Defense and Small Business

Receive tips and advice on working with the Air Force

SPEAKER:
Mike McWilliams, Small Business Program Manager, United States Air Force

ROOM:
Conference Room 4/5



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1:00 - 1:50 PM Breakouts | [Choose one of these sessions:](#)

Selling to Fairfax County

The workshop provides information on the public bidding process, upcoming contracting opportunities and general tips on how to do business with Fairfax County

SPEAKER:
Lonnette Robinson,
Department of Procurement and
Material Management

ROOM:
Board Auditorium

Hiring and Firing - Simple Tactics to Succeed

Learn how to create a simple process to hire the best people for your business

SPEAKER:
Laurie McIntosh, Field Services
Director East, SHRM

ROOM:
Conference Room 9/10

Credibility and Trust

Build your credibility in the marketplace and trust with employees as you grow

SPEAKER:
Cheryl Gray-Hines, C. Gray &
Assoc.

ROOM:
Conference Room 4/5

Final Agenda subject to change